

Message Text

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43

ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/OED/MEPD/JPHILBRICK/LW

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COM/OED/MEPD/JMSANDS

STATE/ARA/NC/TSANONANDERSON (PHONE)

COM/OIM (INFO COPY)

RARA/NC:TSANANDERSON (INFO)

ARA/ECP/DLACEY (INFO)

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R 150615Z SEP 76

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS

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E.O. 11652: N/A

TAGS: BENC, BAGB, VE

SUBJECT: MAJOR PROJECT: CORN MILLING PLANT

REF: CARACAS 10632

1. MEPD HAS MENTIONED THIS MATTER TO A COUPLE OF FIRMS WHO ARE IN THIS FIELD. THEY AND WE ARE CONFUSED BY MENTION OF MACHINERY AND BY FACT THAT AN ENGINEERING FIRM WHICH DOES NOT PRODUCE MACHINERY MADE THE ORIGINAL BID (WE DID NOT DISCLOSE LANG'S NAME TO OTHER FIRMS). WHAT EXACTLY IS NEEDED A TURNKEY BID FOR THE DESIGN OF MILL OR JUST A STRAIGHT QUOTE ON MACHINERY?

2. OUR DISCUSSION HAVE, HOWEVER, LED US TO BELIEVE THAT THE QUESTION IS ACADEMIC. FIRMS HAVE ADVISED THAT ONE MONTH WOULD PROBABLY NOT BE LONG ENOUGH TO PUT TOGETHER A BID EVEN WERE THEY IN POSSESSION OF ALL DETAILS. WE WERE INFORMED THAT BY THE MILLS SIZE IT MUST BE A DRY MILL
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BUT THAT IT WOULD BE IMPORTANT TO KNOW THE PRIMARY AND

SECONDARY PRODUCT MIX IN ORDER TO QUOTE ON APPROPRIATE MACHINERY.

3. MEPD ALSO IS HESITANT TO ENCOURAGE COMPETITION FOR A WELL KNOWN AND WELL REGARDED U.S. FIRM IF THAT FIRM IS STILL UNDER ACTIVE CONSIDERATION. IN THIS CASE TIMING WAS SUCH THAT IT WAS NOT A REAL QUESTION BUT IF ANOTHER CASE LIKE THIS ARISES, WE WOULD LIKE TO REQUEST THAT EMBASSY COMMENT ON WHETHER BUYER FELT THE PRICE WAS SO OUT OF LINE AS TO RULE OUT THE U.S. FIRM OR WHETHER EMBASSY FELT THAT THE BUYER WAS INTERESTED MERELY IN TRYING TO ENCOURAGE COMPETITION TO LOWER BIDS. IF THE LATTER IS NOT THE CASE, MEPD WILL BE GLAD TO TRY TO ENCOURAGE OTHER POSSIBLE BIDDERS. ROBINSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE228032
Document Source: CORE
Document Unique ID: 00
Drafter: OED/MEPD/JPHILBRICK/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760348-0032
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760957/aaaabwnt.tel
Line Count: 76
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 CARACAS 10632
Review Action: RELEASED, APPROVED
Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUL 2004 by ShawDG>; APPROVED <08 NOV 2004 by KelleyW0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: CORN MILLING PLANT
TAGS: BENC, BAGB, VE
To: CARACAS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006